

Message Text

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PAGE 01 JIDDA 01242 230833Z

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TAGS: BEXP, SA, US

SUBJECT: AUTOMATIC TELEPHONE PROJECT: 470,000 LINE EXTENSION
(SUPPLY OF SWITCHING EQUIPMENT AND EXCHANGE BUILDINGS)

REF (A) JIDDA 1241 (B) JIDDA 0790

1. EMBASSY HAS LEARNED THAT THE AUTOMATIC TELEPHONE PROJECT (ATP) NOW UP FOR BID BY SAG COMPRISES A 470,000 LINE EXTENSION OF THE PRESENT TELEPHONE SYSTEM. INTERESTED FOREIGN FIRMS ARE EXPECTED TO TENDER ON THE SUPPLY AND INSTALLATION OF EXCHANGE EQUIPMENT FOR 470,000 LOCAL LINES, AND ASSOCIATED LOCAL TANDEM AND TRUNK SWITCHING FACILITIES. CONSTRUCTION OF 102 EXCHANGE BUILDINGS WILL BE INCLUDED AS AN OPTION IN EACH TENDER.
 2. TENDER IS TO BE ON A "TURN-KEY" BASIS, ALTHOUGH BIDDER IS EXPECTED TO GIVE UNIT PRICES ON ALL ITEMS.
 3. WITH REGARD TO THE 470,000 NEW LINES, 180,000 WILL BE EXTENSION OF EXISTING EXCHANGES AND 90,000 WILL BE INCORPORATED IN NEW EXCHANGES. PROJECT IS TO BE COMPLETED BY 1980. TENDER PACKAGE MUST GIVE STARTING AND COMPLETION DATES FOR EACH EXCHANGE, INCLUDING THE DATES FOR CONSTRUCTION OF BUILDINGS.
 4. TENDER PRICE SHALL BE BASED ON FOLLOWING:
 - A. COST OF ALL NEW EXCHANGE BUILDINGS TO BE UNCLASSIFIED
- UNCLASSIFIED
- PAGE 02 JIDDA 01242 230833Z
- CONSTRUCTED TO HANDLE THE 470,000 NEW LINES.

B. COST OF SUPPLYING/CONSTRUCTING 180,000 EXCHANGE LINES WITH ASSOCIATED LOCAL TANDEM AND TRUNK EXCHANGES. (THIS PHASE IS REFERRED TO AS THE "FIRST BATCH" AND WILL BE LOCATED IN 73 DIFFERENT LOCALITIES WITH A CAPACITY BASED ON A COMPLETE TRAFFIC MATRIX).

C. COST OF SUPPLYING/INSTALLATION 290,000 ADDITIONAL LINES TO BE BASED PARTLY ON MODEL LOCAL/TRUNK EXCHANGES AND PARTLY ON TRAFFIC MATRICES.

D. COST OF EXCHANGE EQUIPMENT WHICH WILL INCLUDE DC POWER PLANTS AND, IN RELEVANT CASES, AC POWER PLANTS. PRICE OF ALL TRANSPORTATION, LOCAL HANDLING AND STORAGE WILL BE INCLUDED IN TENDER.

E. COST OF SUPPLYING 450,000 TELEPHONE INSTRUMENTS, (TELEPHONES SHALL BE PUSH-BUTTON, TONE SIGNALLING TYPE).

F. COST OF TRAINING OF SAUDI PERSONNEL TO MAN SYSTEM, PLUS COST OF SERVICING SYSTEM FOR TWO YEAR PERIOD.

G. COST OF TWO YEARS OF MAINTENANCE.

5. FOR TENDERING PURPOSES, THE OVERALL PROJECT IS DIVIDED INTO THE FOLLOWING PACKAGES:

A. CABLES-BURIED/CONDUIT, SPECIFICATIONS TO MATCH THOSE OF BRIV SH POST OFFICE.

B. NETWORK MATERIALS-SHOULD BE COAXIAL AND PCM.

C. NETWORK INSTALLATION-BUILDINGS MUST BE CAPABLE OF HANDLING 3,000 TO 30,000 LINES.

D. SWITCHING EQUIPMENT AND INSTALLATION PLUS DESIGN AND ERECTION OF NEW BUILDINGS. STORED CONTROL TYPE (SPC) EQUIPMENT IS PREFERRED.
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PAGE 03 JIDDA 01242 230833Z

6. WHERE APPLICABLE, ALL EQUIPMENT SHOULD COMPLY WITH THE RELEVANT CCITT RECOMMENDATIONS AND PERFORMANCE SHOULD EQUAL THAT SPECIFIED BY CCITT. BIDDERS ARE ASKED TO OUTLINE POSSIBILITY OF MODIFYING THEIR EQUIPMENT TO INTRODUCE DIGITAL STAGES IN THE EXCHANGES.

7. PER REFTEL A, SAUDI MINISTRY OF TELECOMMUNICATIONS FEELS

ATT IS BEST QUALIFIED TO HANDLE PROJECT OF THIS MAGNITUDE.
PROJECT WILL BE IN BILLION DOLLAR RANGE AND MAY WELL APPROACH
MULTI-BILLION DOLLAR LEVEL. COMPETITION WILL BE FIERCE AND
SEVERAL COUNTRIES, NOTABLY JAPAN AND GERMANY, ARE REPUTEDLY ATTEMPTIN
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TO APPLY PRESSURE ON THE DIPLOMATIC LEVEL TO OBTAIN CONTRACT.
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